



# CITY OF LODI COUNCIL COMMUNICATION

**AGENDA TITLE:** Adopt Resolution Authorizing the Purchase of Hewlett Packard (HP) Mass Storage Device from Entisys Solutions, Inc. of Concord, CA, and Appropriating Funds (\$35,000)

**MEETING DATE:** September 1, 2010

**PREPARED BY:** Electric Utility Director

**RECOMMENDED ACTION:** Adopt a resolution authorizing the purchase of Hewlett Packard (HP) Mass Storage Device from Entisys, of Concord, CA, and appropriating funds in the amount of \$35,000.

**BACKGROUND INFORMATION:** As part of the City's electric and water meter installation program currently underway, new computer hardware and software will be needed to accommodate automated meter reads from a fixed network. Part of the required equipment is mass data storage.

Information Systems Division (ISD) has researched various brands and models and recommends the purchase of two HP Storage Area Network (SAN) devices that are certified by HP as meeting the required performance specifications, and are compatible with the City's server equipment.

HP indicates a new model of the device is twice the price of the one it replaced. HP further informed staff that a limited number, perhaps as few as four, of the earlier models are still available at half the price of the new model if purchased from its designated reseller, Entisys. Staff sees no compelling reason to purchase the new model and recommends buying the older model at half the price. HP confirms the older model meets or exceeds the performance requirements for the fixed network.

Lodi Municipal Code 3.20.070, Option 5, allows the dispensing of bids when a purchase is in the best interest of the City. Time is of the essence in this purchase as there are only four units remaining at half the price of the new model, saving the City approximately \$30,000. Staff recommends the purchase of two HP P4500 3.6TB SAS Storage Rmkt Systems at \$15,283 each, plus one year support and related taxes and shipping costs.

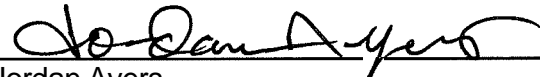
Qty	Prod #		Net Price	Net Price
2	AT005AR	HP P4500 3.6TB SAS Storage Rmkt System	\$15,283.00	\$30,566.00
2	HA110A1	HP 1y Support Plus 24 SVC (support uplift to 24x7, 4 hour response)	\$550.05	\$1,100.10
			Shipping & Handling (Estimate):	\$129.14
			Tax (estimate):	\$2,770.75
			Grand Total:	\$34,565.99


APPROVED: \_\_\_\_\_

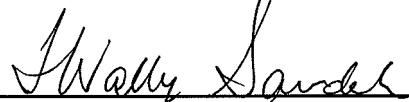
Konradt Bartlam, Interim City Manager

**FISCAL IMPACT:** Purchasing at this time will realize a 50 percent cost savings over the cost of a comparative new model.

**FUNDING:** Included in FY 2010/11 Capital Budget as follows:  
EUD Capital Account No. 161000.1820 - \$17,500  
Water Capital Account No. 1811201 - \$17,500

  
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Jordan Ayers  
Deputy City Manager/Internal Services Director

  
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Elizabeth A. Kirkley  
Electric Utility Director

  
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F. Wally Sandelin  
Public Works Director



Date: 07/12/2010

Quote #: CofL-P4500 2x 3.6TB SAS-07122010

Entisys Solutions, Inc.

Doug Kirsten

Jaro Simek

1855 Gateway Blvd, Suite 730

Concord, CA 94520

[dougk@entisys.com](mailto:dougk@entisys.com)

[jaros@entisys.com](mailto:jaros@entisys.com)

City of Lodi

Ship to:

TBD

**Description**

Qty	Prod #		Net Price	Net Price
2	AT005AR	HP P4500 3.6TB SAS Storage Rmkt System	\$15,283.00	\$30,566.00
		Includes:		
		- 15K SAS or D16 SATA HDDs		
		- 2GB RAM		
		- Redundant hot swap power supplies		
		- 512 MB battery backed cache		
		- Support for RAID 5, 6, 10		
		- Dual port 1Gbit NIC		
		- Integrated DVD/CD-Rom		
		- 1 year 9x5 software phone support & software updates		
		- 1 year hardware maintenance on-site, next business day		
		<b>OPTIONAL ITEMS:</b>		
2	HA110A1	HP 1y Support Plus 24 SVC (support uplift to 24x7, 4 h	\$550.05	\$1,100.10

**Hardware Total: \$30,566.00**

**Software Total: \$0.00**

**HP Support Total: \$1,100.10**

**Installation Total: \$0.00**

**Sub Total: \$31,666.10**

**Shipping & Handling (Estimate): \$129.14**

**Tax (estimate): TBD**

**Grand Total: \$31,795.24**

Price and availability subject to change.

RESOLUTION NO. 2010-151

A RESOLUTION OF THE LODI CITY COUNCIL  
AUTHORIZING THE PURCHASE OF TWO HEWLETT  
PACKARD MASS STORAGE DEVICES FROM ENTISYS  
SOLUTIONS, INC.

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WHEREAS, new computer hardware and software will be needed to accommodate automated meter reads from a fixed network as part of the City's electric and water meter installation program currently underway; and

WHEREAS, part of the needed equipment is for mass data storage; and

WHEREAS, the manufacturer (Hewlett Packard) has indicated that a new model of the device is now available, but is twice the price of the one it replaced; and

WHEREAS, staff does not see a compelling reason to purchase the new model and recommends buying the older model at half the price; and

WHEREAS, Lodi Municipal Code 3.20.070, Option 5, allows the dispensing of bids when City Council determines it is the best method of purchase, and staff recommends the purchase of two Hewlett Packard P4500 3.6TB SAS Storage Rmkt Systems at \$15,283 each, plus one year support and related taxes and shipping costs.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council does hereby approve the purchase of two Hewlett Packard P450 Storage Rmkt Systems from Entisys Solutions, Inc., of Concord, California, in an amount not to exceed \$35,000 including tax and shipping.

Date: September 1, 2010

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I hereby certify that Resolution No. 2010-151 was passed and adopted by the Lodi City Council in a regular meeting held September 1, 2010, by the following vote:

AYES: COUNCIL MEMBERS – Hansen, Hitchcock, Johnson, Mounce, and  
Mayor Katzakian

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – None

ABSTAIN: COUNCIL MEMBERS – None

  
RANDI JOHL  
City Clerk